HPBExpo 2013 Sales and Product Training

Welcome

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Who we are and what we do

- Leader in the design and supply of mechanical draft and exhaust systems
- Established in 1990
- Residential, Commercial, and Kitchen markets

Learning Objectives

Benefits of mechanical venting vs gravity venting

Explanation of common draft problems and how mechanical draft helps these situations.

Features and benefits of ENERVEX systems including the new IntelliDraft Modulating Fireplace Draft and Safety System

Installation of the IntelliDraft System

Selecting a fan system for various applications

Become the ENERVEX expert in your area and add a New Profit Center to you Business!

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Mechanical Venting

What is Mechanical Venting?

NFPA97 describes it as:

"Equipment installed in and made part of a duct, chimney, or vent, that provides an induced draft"

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Mechanical Venting

Most fireplaces are vented by gravity.

However, the fact that we are no longer in the stone age is catching up and affecting the way we live today.
(Bye-bye caves!)

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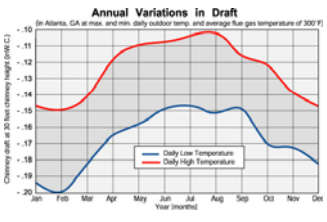
Advantage of Mechanical Venting

- Assured draft –no matter the conditions!
- Safety systems
- Energy savings
- Cleaner emissions



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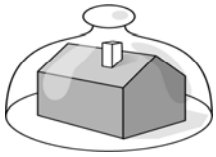
Explanation of Draft Problems

A good deal of draft problems are associated with the building/house

The building is too tight



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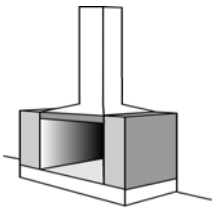
Explanation of Draft Problems

Most draft problems are chimney related or heating appliance related



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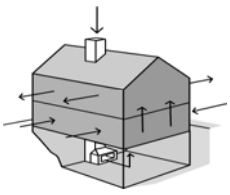
Explanation of Draft Problems

Associated with the building/house

Stack effect create inside the building



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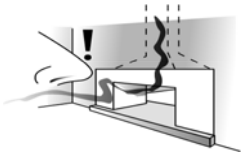
Explanation of Draft Problems

Associated with the building/house

There are odors from the heating appliance when not used



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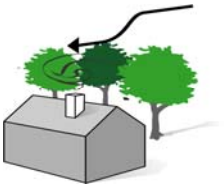
Explanation of Draft Problems

Associated with the building/house's surrounds

Tall trees surrounding the building



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The IntelliDraft System

- Breakthrough in draft technology
- *Modulating* fireplace draft and safety system
- Protects against downdrafts and spillage do to building depressurization
- Eliminates need for glass doors
- Chimney is closed when not in use
- Draft is never excessive, saves fuel
- Eliminates unnecessary carbon emissions

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The ADC 150 control

- Modulating draft control
- Damper control
- XTP sensor

Controls - XTP2 Pressure Transducer

XTP2 Pressure Transducer

- Differential Pressure Transducer.
- Correlates draft: 0.0 - 0.6 in. wc to 0-10VDC
- .02 to.03 wc typical setting

Installation of the IntelliDraft System

- Easy to install –retrofit or new installation

Mechanical Fireplace Damper

- EcoDamper -Gas

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The RS Chimney Fan

- Gas applications

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The EcoDamper System-Gas

- First completely automated draft and damper system.
- Use with gas-fired heating appliances
- Consists of RS Chimney Fan, MFD, and ADC100 control
- Great alternative to glass doors and conserves energy!

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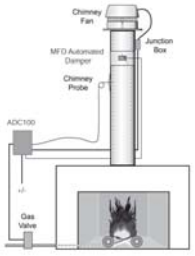

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The ADC 100 control

ADC 100 Control

- Fan speed control for gas-fired heating appliances.
- Set speed
- Monitors and creates proper draft or pressure in chimney
- Integrated damper relay
- Appliance interlock turns off gas supply if sufficient draft is not present.

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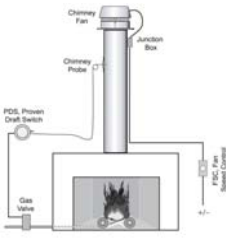
The RS Chimney Fan System

- For gas systems
- RS Chimney Fan, Proven Draft Switch (PDS), and Fan Speed Control



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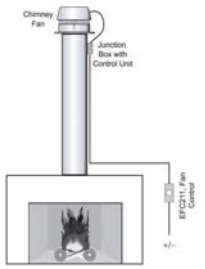
The EFC 211 System

The EFC 211 is used for controlling the speed of a chimney fan used with a wood-fired fireplace or stove

It measures the *current* draw of the motor to determine if there is adequate draft in the chimney.

If there is insufficient draft, the control sends a signal to increase the fan speed



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The EFC 211 Control

- In case of fan blockage or failure, it alarms at the control –audio and visual.

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The EcoDamper System -Wood

Manual damper for wood applications

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The RSHT Chimney Fan System

For Wood Applications

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Selecting the Proper System

- Determine fuel type
- Determine design and functionality needs
- Determine budget
- Good, Better, Best!

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Selecting the Proper System

Gas systems	Wood systems
1. IntelliDraft System	1. EFC211 System
2. EcoDamper System	2. EcoDamper System-Wood
3. RS Chimney Fan System	3. RSHT Chimney Fan System

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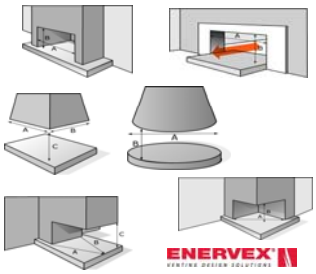
Selecting the Proper Size Fan

The size of the fan is determined of a *combination* of fireplace opening *and* inside flue dimension.

Certain fireplace designs are calculated a little differently.



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Selecting the Proper Size Fan

Sizing program –called Fan Selector -now available online.
www.chimneyfans.com

Sizing chart available in our Hearth Venting Manual

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Selling points versus other solutions

- Customer can keep the "look" of their current fireplace
- Don't have to settle for an insert or convert to gas
- Easier than tile breaking
- Add as an upsell to a reline
- No major reconstruction necessary
- Use for ash control when refueling, cleaning
- Guaranteed to work!

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Warranties

2-Year Factory Warranty on the Motor
10-Year Corrosion Perforation Warranty on the Housing
6-Month Unconditional Money-Back Guarantee

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Available Sales Tools and Support

- Fan Selector
- Dealer Locator
- Loaner Program
- Tool Kit
- eNews
- Hearth Venting Manual
- Superior Technical Support

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Fan Selector

- Online fan sizing program. Enter fireplace information such as flue size, chimney height, and fireplace opening to get accurate results

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Register online for Dealer Locator

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Loaner Program and Vacu-Fan

- Working displays for loan or purchase. Perfect for local home shows or showroom.
- Vacu-fan for in-home demonstration.
- Loaner absolutely free to use –including shipping.

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Tool Kit

- Sales literature including IntelliDraft and EcoDamper Systems, Chimney Fan brochures and Hearth Venting Manual.

eNews

- Sign up for our eNews to get the latest information on ENERVEX products and happenings

ENERVEX VENTING DESIGN SOLUTIONS

Technical Support 800-255-2923

- Any questions regarding sizing, design, installation, etc., please contact us
- Call for technical support if the electrician has any wiring questions
- Call from the jobsite so that we can help troubleshoot on the spot

ENERVEX VENTING DESIGN SOLUTIONS

Technical Support

You will find a great deal of the information that I gave you today, in the Hearth Venting Manual.

You will also find a guide for mechanical draft systems as well as a comprehensive description of design theory.

And a complete list of frequently asked questions, so that you can prepare yourself for a curious customer.

ENERVEX VENTING DESIGN SOLUTIONS

Frequently asked questions

Does the fan always have to be on when I have a fire in the fireplace?

The motor can only be cooled when the chimney fan is operating, thus the fan should always be on when you have a fire in the fireplace.

Can the fan be recessed or hidden?

Yes, the fan may be recessed or hidden with chimney pots, copper caps or cupolas as long as the fan is allowed to vent properly. ENERVEX RS fans require a minimum clearance of 1 ½" on each side of the fan.

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Frequently asked questions (part 2)

What if the chimney has a constant downdraft and odor when not in use?

- Leave the fan running continuously at a very low setting.

Is the fan system noisy?

- No, the fan is equipped with a very quiet motor and is installed outside and at the end of the chimney.

Can the chimney be painted to match exterior of the house?

- Yes, the fan may be painted with a high-temperature paint to match the house.

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Thank you!

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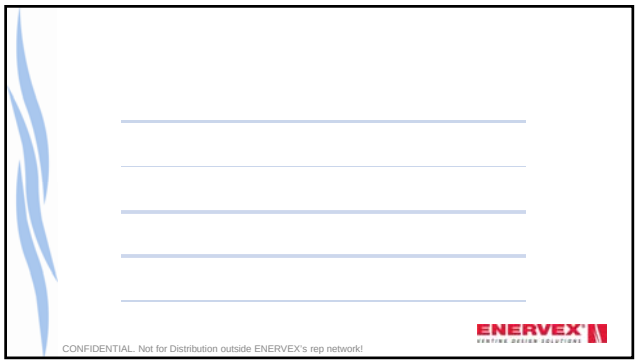
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